



## Territory Manager (Eastern Ontario)

Starkey is a global leader in the hearing technology industry. Our hearing aids incorporate Artificial Intelligence that goes beyond just sound amplification. We provide caring products to our customers, and we believe in changing the world through hearing using the latest advancements in technology.

We are in the business of connecting people and changing lives. This is your opportunity to join a Caring and Dedicated team and grow your career with us.

### You Will

In this role, you will be responsible for the overall management of customers in Eastern Ontario. You will provide customers with local audiological, educational, and sales support to best serve the patient and the customer business needs.

- Cultivate new client relationships, as well as providing ongoing support and service to current customers.
- Be knowledgeable of the customer's business and work with them to develop action plans for growth opportunities.
- Be present and actively participate in conferences, seminars, and customer events.
- Grow unit sales and revenue in assigned territory through ongoing service to customers in addition to prospecting new business opportunities.
- Provide technical support to customers when needed.
- Travel to current/prospective customers' facilities to provide information and support.

### You Have / You Are

- Hearing Instrument Specialist or Audiology degree (Preferred).
- A minimum of 2 years of experience in sales preferably in the Hearing Health industry.
- B2B and B2C sales experience.
- A great communicator, able to present Starkey in seminars, workshops, and conferences.
- A highly motivated team player who works closely with the internal team to best support the customer.
- Excellent negotiation skills.
- Able to work independently, prioritize tasks and manage time effectively.
- Flexible to travel – visit customers across Eastern Ontario or to attend company meetings & training (**Not During COVID -19 Restrictions**)

### What We Offer

- We care about our People, their growth and development.
- Competitive salary with annual reviews.
- Excellent medical benefits, Employee Assistance Program, RRSP contribution & 4 weeks of PTO.



We are committed to an inclusive, equitable, and accessible workplace. Accommodations are available upon request for candidates taking part in all aspects of the selection process.

Please send your application to [ca\\_career@starkey.com](mailto:ca_career@starkey.com). While we appreciate all applicants, only those selected for the interviews will be contacted.